

# GRAIN

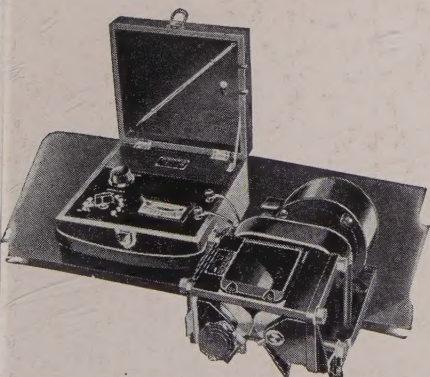
AUGUST

1939

A  
Reliable Source  
of  
Supply for

OFFICIAL BROWN-  
DUVEL MOISTURE  
TESTERS  
MOIST-O-METER  
TAG-HEPPENSTALL  
MOISTURE  
METERS  
WEIGHT PER  
BUSHEL TESTERS  
DOCHAGE SIEVES  
BOERNER SAMPLERS  
BARLEY PEARLERS  
TRIERS  
SCALES

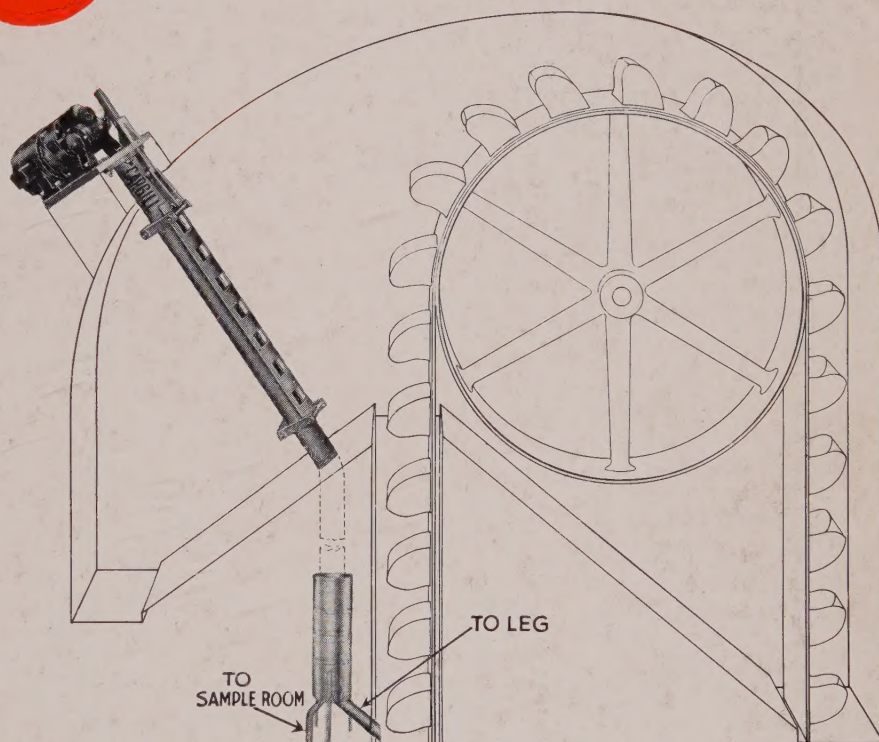
Write for Catalog



Tag-Heppenstall Moisture Meter. The only electric meter officially approved for grain by U. S. Department of Agriculture.

12

Reasons Why the New



## CARGILL AUTOMATIC SAMPLER

SHOULD BE IN YOUR ELEVATOR

1. The best and newest method of obtaining truly representative samples of grain.
2. Gives immediate knowledge as to what factors are in the grain run.
3. Offers opportunity to obtain test weight before grain is spouted to car.
4. Will eliminate set-backs on account of wrong mix.
5. Gives accurate information on grain run for grade in the elevator.
6. Provides an easy method of sampling stored grain for condition.
7. Needs no watching while operating.
8. Simple in design and easy to install.
9. Cost is fraction of savings.
10. Has been tested and tried, and found more accurate than any other method of sampling.
11. Brings sample by gravity to any part of elevator or office as desired.
12. Takes the guesswork out of loading boats or cars.

Write for illustrated descriptive folder.

### HARRY B. OLSON

Times Building

Chicago, Illinois



# *Not Much*

By SANDY KEIR

He dropped into the editorial sanctum this morning and placed his clear young eyes and fresh cheeks across the desks from us. Nodding towards a copy of GRAIN, he said, "What makes it tick?"

"The advertisers." we answered.

"How come?"

"The money they pay us pays the staff, the printer, the mailing costs, and the overhead."

"Why do they advertise?"

"To acquaint the readers of the magazine with the latest and best on the market in the hope of sales."

"Do the readers respond?"

"They could do a mite better."

"Then why do they read the magazine?"

"Various reasons, we suppose. Some for the technical articles, some for the trade news, others for the jokes, poetry, and special features. Some readers take in everything in the book and there are some who just pick an item here and there."

"Do these readers ever wonder how come they get the magazine sent to them each issue?"

"Our statistical department has been unable to compile figures on that."

"You said the response to the advertising was but fair. Do you make it easy for a busy reader to make an inquiry?"

"Yes. We include in each book a stamped, addressed card already printed in divisions of elevator requirements. A simple check mark on any item turns the trick."

"Do you get many of these cards back?"

"Not in comparison to the whole."

"Don't the elevators ever buy anything?"

"Certainly. They are in the market every day."

"And are they buying from the firms whose ads they see in GRAIN?"

"Yes."

"Then for the love of Mike, why don't they at least let the advertisers know through those cards that the magazine is justifying the advertiser's outlay?"

"Our statistical department has not been able to compile figures on that, either."

"Well, what is the margin of profit between the cost of putting out the magazine and the money you receive from the advertisers?"

"You put that question wrongly. You should have asked what is the margin of loss."

"Sorry. What is the loss?"

"We have had one banner issue that carried more ads than any of the others. That month we showed a glorious profit of something less than carfare to Milwaukee."

"Then why do you publish this magazine?"

"Because we believe it gives the grain trade a service not possible in any other manner."

"But the grain trade has other magazines. Why GRAIN?"

"Answer a question yourself for a change. Do you know of any other publication of more interest to its particular field than is GRAIN?"

"No, I do not. But if the readers don't let the advertisers know they are reading your magazine and buying its advertised products, and the advertisers consequently withdraw their support, what can you do about it?"

"Not much."



# Editorial

## NO ONE COMMANDS SUCCESS ALL CAN DESERVE IT

*"He that climbs the tall tree has won the right to the fruit."—Sir Walter Scott.*

The quotation above, or some variation of it, embodies the advice young people usually get from successful people.

It means in substance that honest effort and hard work are the essentials of success.

That, of course is true, and thus good advice.

Young people have always sought direction toward success, a treasure of as many forms as men have ambitions, from older and experienced people.

They are entitled to helpful advice.

And it is not helpful to tell a young man success is a sure thing if he works hard, is honest, and has the patience to wait a long time for success to come.

Young people are intelligent enough to know there are honest people who work hard and do not achieve success.

It is perfectly true that no man can achieve success without hard work, honest effort and patience. He ought to be told that, as long and often as he will listen.

But he must also know that nothing can make success a sure thing.

The worst mistake experienced counsellors make in giving advice to youth is to assert the infallibility of rules which common observation proves are not infallible.

We do not have equal capacities for doing things, even in the exertion and exhaustion of our best efforts.

We do not have equal capacities for wise reasoning and sound thinking, any more than we have for running or throwing things.

So we do not all get as far or to the same places, in a foot race or in the search for success.

But if you do win a foot race, it is only done by putting everything you have into it.

You may not win by running as fast as you can, but if you do not run as fast as you can you don't win.

When you set a goal for yourself, it takes an infinite amount of hard and honest effort to get there. All the honest people and hard workers you find fallen by the wayside do not change that fact.

There is a school of thought, of course, that thinks it is necessary to picture success as something that can be made a sure thing in order to get young people to try their hardest.

But a false picture of anything is never of service to anybody.

Let's be honest with young people.

Let's tell them the truth about the realities they will face in life, because knowledge of the truth best equips any man to deal with realities when he comes to them.

Perhaps the weak won't have the courage to try if they can't be told success is certain.

But if assurance of an equal chance in life is not sufficient to inspire industry and honesty in a man, certainly delusions offer no solution of his weakness.

It is not in the power of mortals to command success, as Joseph Addison wrote, but it is in the power of any man to deserve it.

And for the encouragement of those willing to make the utmost of their chances for success through honest effort, it may be truthfully said that a life so lived is never a failure.

You may not achieve the degree of success to which you aspire, do everything you want to do or as well as you would like, acquire wealth or fame in the proportions you covet.

But when you come to the point of looking back upon a life lived honestly and industriously, you will not find it futile.

You will discover it has had its measure of usefulness and happiness — and what else is success?

(Link Belt News)

## GRAIN

BOARD OF TRADE BUILDING  
CHICAGO, ILLINOIS  
TELEPHONE WABash 3111-2

A forum for  
OPERATIVE  
and  
MECHANICAL  
PROBLEMS  
in  
TERMINAL  
ELEVATORS

PUBLISHED  
MONTHLY  
on the tenth  
\$1 PER YEAR

DEAN M. CLARK - - - - Publisher  
SANDY KEIR - - - - - Editor  
DEL HEYWARD - - - - Advertising  
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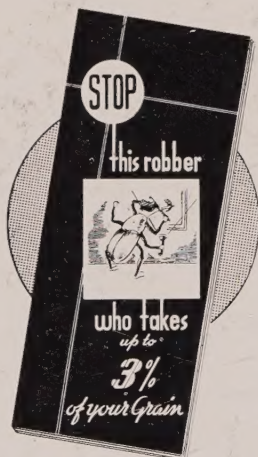
# LESS *than this kind* of FUMIGATION *is apt to prove* COSTLY

- 1 to 3% is the generally accepted loss through weevil-odor, insect heat, hollow berries and lowered grade.
- Less than **efficient** fumigation costs you this 1 to 3% — a tax you can **and should** get from under.
- It isn't enough to kill the exposed adults. You must also wipe out **larvae and egg life**. To do this you must have penetration. You get it—100%—in LARVACIDE.
- LARVACIDE kills the grown-ups and the youngsters, and sterilizes the eggs, so they won't hatch out.
- IN ADDITION—LARVACIDE tends to relieve the grain from slightly musty and weevily odor—and to sweeten it.
- LARVACIDE is a Powerful Fungicide—is completely volatile—leaves no residue.
- SAFER TOO—LARVACIDE is a self announcing gas—and no one can willingly stay in premises under fumigation, even at far below lethal concentrations.
- NO FIRE OR EXPLOSION HAZARD—The Underwriters' Laboratories report LARVACIDE "Practically non-combustible and non-flammable."

## NEW 1 LB. DISPENSER BOTTLE

Fine for small work where only 1 lb. or so is needed—for vault treatments, fill-ins between cylinder requirements. Great in rat control work too. 6 to 12 bottles, in protector cans, to wooden case—easy express shipment. Keep at least one case on hand.

\* This new two color folder tells in detail how you can have efficient and economical grain fumigation. Yours for the asking. Write TODAY.



# Larvacide

CHLORPICRIN

Means LESS TIME on INSECT CONTROL  
MORE TIME to go FISHING

INNIS, SPEIDEN & COMPANY

Established 1816

117 Liberty Street NEW YORK  
Boston • Chicago • Cleveland • Philadelphia • Kansas City

## BEST CORN CROP SINCE '13

AGRONOMISTS agree the Northwest's corn crop is the finest in more than twenty-five years. The Cargill Crop Bulletin of July 24th predicted 3 billion bushels for the entire country.

## BIG MOVEMENT AHEAD

THE Government loan program on corn will have an important bearing upon the grain movement of middle western railroads during September and October," states a bulletin of the Association of American Railroads. "There are 257 million bushels of old corn in storage on farms under loans which expired August 1st. The present spread between the cash price and the loan is so great that practically every bushel of this corn undoubtedly will be proffered to the Government in liquidation of these loans. While efforts will be made to hold this corn in farm and country storage, it is practically certain that 100 to 150 million bushels of this old corn will be delivered to the railroads starting in September, which will be coincident with the heavy movement of spring wheat and other small grains and at the time of the fall peak of general traffic."

Commenting further on the Dominion situation the report continues: "All Canadian cars wherever located should be hurried home in anticipation of a heavy grain movement such as will occur this year."

## LAKE SHIPMENTS INCREASE

LAKE grain shipments for the first three months of navigation totaled two and a half times the tonnage of last year or 71 million bushels. Wheat accounted for nearly 58 million.

## RECORD RECEIPTS

BREAKING 100 year records, wheat flooded St. Louis during July and showed a 50% increase over July of last year.

## TO SPEND \$3,000,000

ONE of the largest renovation and repair programs of recent years is being undertaken by Western Canadian elevator companies. With the best general crop outlook in years, elevator officials are spending \$3,000,000 for improved handling facilities. All available storage will be required if crop prospects materialize.

## ANGOUMOIS MOTH PREVALENT

TWENTY-FIVE percent of old crop corn is infested with angoumois moth, according to reports from the corn belt.



# B - A - R - L - E - Y

DR. JAMES G. DICKSON, Planthologist,  
College of Agriculture, University of  
Wisconsin

You cannot really see barley unless you feel it in your hands, so we will try to feel this barley as well as to talk about it.

I will give you a picture of some of our problems, and how your Association can go into the solution of these problems—as you have a responsibility in relation to this whole barley problem.

I assume that this organization, as organized ten years ago, was formed with the idea in mind of joining your forces as a group of experienced men in your respective fields, to help solve some of your common problems and some of the common problems of your industry. You superintendents of elevators have some very definite responsibilities. First — to the country line elevator and your farmer. Second — to the organization of the Terminal Elevators, which you represent. Third — You have a common interest in relation to the grain you handle, and the quality of that grain.

## *Definite Niche To Fill*

If we recognize those three tenets as so, you men cannot set yourselves up independently of the whole grain production, marketing and utilization industry. I think this one point is important for you elevator men to keep in mind. I want to stress that, because it seems to me that on that basis, you men here assembled today, are key men in an educational program that we put on in the improvement of corn, barley, wheat or any of the other cereals you men handle.

If you are going to reach the farmer in improving his grain or any product he produces, if we are going to induce him to pay attention to the demands that we make upon him—if they are legitimate, he is not going to be interested unless there is some price differential in his favor for so doing. Therefore, you men in your relations to the country elevator, as well as to the individual elevators you serve, have an opportunity not only to educate, but really translate the information back to the farmer, in the assessment of a discount for poor quality and a premium for good quality — in handling his grain. There is a very definite relationship which you men hold to this program.

That is, you men must know what is going on in relation to this crop improvement program, what is going on in relation to the research on the utilization of grain that you are going to handle if you are going to intelligently transmit all this

information back to the country elevator and to the farmer. I am afraid that this is one place the terminal elevator men have not felt their full responsibility and I am going to try and point that out to you. Then I want to spend the balance of my allotted time in talking over some of this research work that has been going on.

## *Lone Wolves Are Failures*

In the first place, it seems to me that we have come to a stage in national development in this country where the individual operating alone, and on his own, is pretty much at the mercy of the country at large. In other words we have reached the stage in our national civilization where about the only way to get action is through group action, and the individual who stands out by himself, attempting to make progress, usually spends most of his time in frustrated efforts, against what he thinks is an untrue political economy. It seems therefore, that we must recognize that through numbers, through coordinated programs, where we all unite in a common purpose—we have an opportunity (and only through that way do we have an opportunity) of reaching the goals that we set for ourselves. To advance our business we must help to improve conditions that will be more conducive to the operation of the business as a whole. As to what we mean: I would like to call your attention for a moment to such organizations as the Corn Industries Research Foundation, or the Wheat Flour Institute. These names probably are familiar to all of you, but perhaps few of you realize what these associations mean in terms of promoting the common problems of these industries.

It takes a united front to accomplish the desired purpose, and through these organizations they have, at relatively nominal cost to individual companies, or to individuals, been able to finance, and get behind programs which will mean millions to their respective companies and to the industry.

## *Barley Foundation In Offing*

There is in process of formation at the present time a combined industrial organization or association, for research on barley, barley malting and barley brewing. I am predicting here, before you men, that within a few months time, there will be a coordination of the users of barley on a basis which means a united front in the attack on these problems.

That may seem antagonistic to the program on which you men are operating, but it is distinctly important to your program, and I hope that during the course of the morning, I can show you where it is to your interest to join in on this type of work. If in no other way than by your Society showing how the information coming out of such research can be translated back to your practical problems.

This program, as outlined on barley, contemplates the following through—from the farmer to the finished product—in the bottle or keg, in the evaluation of the raw materials that go into that, and then using this evaluation to determine the relative importance of such factors as "quality."

If we work as outlined, we begin to define these factors, such as barley varieties, the locations from which the barley comes, the characteristics of skinned and broken barley, mixture of two row with six row barley, and numerous variations of that sort, in relation to the grain itself, and later in relation to the processing.

It seems to me that in that information, there is a world of material which you can take back through your elevator companies, to the country elevator, and through him to the farmer, and use it in making your business a more profitable business, and a smoothly running business.

## *Wheat And Corn Re-Oriented*

As I have analyzed the grain and particularly the barley business, wheat and corn went through a similar period of re-orientation, and barley is going through this same period today. We have a lot of mis-information mixed in with the information which we have. Now, how are you men, unless you are in intimate connection, how are you to differentiate between misinformation and information, except by the trial and error method. So I want to point out to you men, the need of your joining in with this closely coordinated program, not as an individual, but as an association—into this program of evaluating barley in industrial purposes.

For instance, how many of you know that during the harvest period and following the harvest period, there is a very intensive survey made of the barley producing regions. Samples are collected and a preliminary malt analysis is made. The information is available during the latter part of September and early in October. I will wager that very few of you have



ever made any attempt to utilize this information.

It is not the type of information that we can send out broadcast, through newspapers or other channels. It is the type of information that we have to sit down and give to a committee trained to think through with us, and let them transmit those things back to you. There is a fund of information available, but we are not going to bring it to you as individuals. We have not the facilities to bring it to you as individuals, but we are willing to cooperate with any legitimate organization that is interested in pushing through a common program for the good of all.

I want to bring out a little later this morning, the type of service we can give, and explain our work with a series of samples.

### *Offers Malting Barley Service*

Here is our map of the 1938 barley survey. This is based on samples obtained from these various barley areas. The samples are assembled from different sources. They are malted and the samples are analyzed chemically, and the malts are analyzed chemically and evaluated as to merit and suitability for malting purposes. How many of you could use this type of information before the barley crop begins to move? (Dr. Dickson then explained the map.)

Finally we assemble composite samples for these various areas, and we have samples of malt made from these composite samples. These are malted in an experimental unit, and on these samples we have the composition. Organizations

similar to yours, which have organized into a group behind this program, have their committees working with us on this program and have had this information, year after year in an assembled form, before the barley crop began to move.

Information of this type is collected, and in large part financed by the State Experimental Stations and the United States Department of Agriculture, plus financial support from the industrial organizations interested in the work. The combined effort of these groups makes it possible to assemble the information. But the associations who are going to use that information must take the initiative in getting the information and using it. It is not our responsibility to operate an extension agency in this work. It is our responsibility to obtain the information, coordinate the information with the industry and then allow the industry interested in it to get it—not as individuals but as a group—for their common good.

### *Favor Association, Not Individuals*

If individuals come to us for this information, then it is only in the hands of a few who will make only a limited use of it. We at the University, and in the Department of Agriculture, are working for the good of all on these problems, and we must have means of putting the information in the hands of all, or else we cannot put it in the hands of any. We must function then, through these national organizations which represent, or may represent, anyone in the industry who is willing to get to work with you as an association or a society.

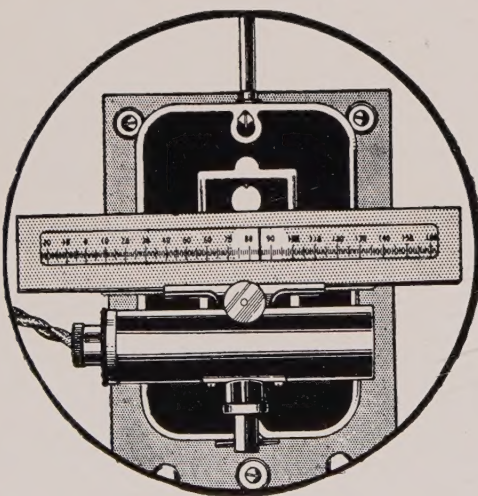
Here are the details of how we get this type of information. Before the barley is harvested we make a survey throughout the entire spring barley area, which is made before the barley is cut. It is made in the two weeks while the barley is ripening, until it is cut. We start in the southern portion of the barley area and move north, covering from 450 to 500 miles a day and inspect from 100 to 125 fields a day. That information is then assembled. That primarily gives us an estimate of the general condition of the crop, and it gives us a line on the smut, ergot, blight, and other factors that are in the crop, and it enables us then to plan our second survey a little more intelligently, as well as to give us this information on the general crop condition. The details of that information, from that preliminary survey, are not available to the associations cooperating. However, there is a general news release prepared for that two week's survey, which news release is sent to the Secretary of each of the agencies cooperating, at the same time it is sent to the press. That information is also used in the plans and preparation for the crop procedure by the Federal Bureau.

Following that, the second survey is made in cooperation with the extension division of the Agricultural Experiment stations. Each representative of a station is cooperating with the farmers—supplied with sample bags, with the necessary information, and record blanks. He in turn, sends these bags with the information to his county agents. Six of these sample bags go to each county agent in the barley area in each state. The county agent in turn distributes these over his county, into the hands of representative farmers with the information that as soon as threshing is started he take representative samples of his run, put it in to the bag and drop it in the mail for Madison. In that way we obtain, during the threshing season, an approximate sample from eastern North Dakota, Eastern South Dakota, Eastern Nebraska, 15 to 25 counties in Iowa, and Southern Minnesota, the Red River Valley area, and the Wisconsin barley area, Northern Illinois, and the barley area in Michigan. Within approximately two weeks time, these samples have all been assembled at Madison. This last year I had them all in 15 days. I may say that we had only three counties in the entire area that did not get their full quota of six samples back. Later on, about Christmas time, these were sent in. We had ultimately a 100% return on that large number of samples which were collected during the threshing.

### *How Survey is Conducted*

After each of these samples are arranged by state and county, the individual samples are analyzed for the particular

(Continued on page 8)



Write for our catalogue.

## **ZELENY THERMOMETER COMPANY**

542 South Dearborn Street

Chicago, Illinois

*Stored  
GRAIN  
Spoils  
without  
Warning*

To know how much the temperature changes in your bins install a Thermometer System.



### EXPLOSION DESTROYS PLANT

**F**IRE and explosion destroyed the seventy-two year old Seward City (Nebr.) Mill causing \$60,000 loss.

### SECOND CHICAGO DISASTER

**A**SPECTACULAR fire starting in a five-story brick kiln used for steeping and drying malt did \$100,000 damage on August 4th. Only the walls of the plant, which was operated by the Northwestern Malt & Grain Company, remained standing. Firemen succeeded in controlling the blaze in the million bushel elevator only after the conveyor gallery had been severely burned.

Starting on the top floor of the malt house the flames swept across the roof and raced over the conveyor chute connecting the building with the elevator about 200 feet north of the plant. Some 15,000 bushels were in the malt kiln and about 800,000 bushels in the elevator at the time.

Only one man was in the plant and he escaped without injury when he discovered the early morning inferno.

### FIRE RETURNS TO SCENE

**F**IRE again broke out this month at the scene of the burned Norris "A" and "B" elevators which figured in the Chicago dust explosion catastrophe last May. The fire department fought the blaze for quite a long while before considering it safe to leave this devastated plant only to have to return again in a short time to pour more "acqua" onto the thirsty flames anew.

### DR. PRICE TO ADDRESS CHAPTER

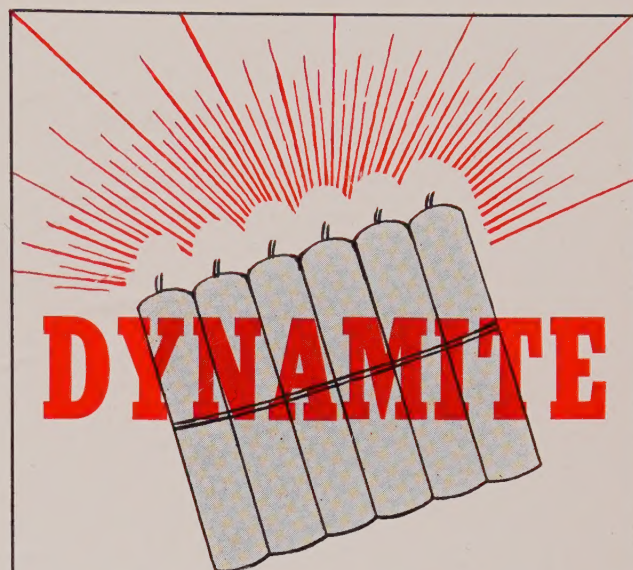
**D**R. D. J. PRICE will address the December meeting of the Chicago Chapter, advises President C. J. Alger, Corn Products Refining Company. Moving pictures of the recent Chicago catastrophe will accompany his remarks, Mr. Alger adds.

### "SICK" WHEAT WORSE THAN EVER

**M**ORE reports of "sick" wheat have reached us than in any period heretofore. The pink mould within the kernels creates a condition requiring constant watching. Reduction of moisture content down to at least 11.5 and blowing to cool is considered vital.

### COMMENTS ON FUMIGANT WARNING

**I**NNUMERABLE letters of commendation have been received since publication of T. C. Manning's "Warning" on the use of methyl bromide as a fumigant. Further reports are in the offing.



**DYNAMITE**

**IS NOT HALF AS  
DANGEROUS**

**AS DUST**

*... in an Elevator*



**ALFRED C. GOETHEL CO.**

2337 NORTH 31<sup>ST</sup> STREET

**MILWAUKEE, WISCONSIN**

**MANUFACTURERS....ENGINEERS**



## BARLEY—

(Continued from Page 6)

factors used in the trade. Then the samples from each county are composited. Then the samples of similar quality from each area—for example the Red River Valley—are composited as one sample. That includes a good many samples. The composite sample is cleaned, graded into sizes, and these samples then re-analyzed. The net result of that type of service is the map I have here showing the actual samples of the barley after they have been cleaned—in the proper spaces on the map, with the general information noted on the map.

In the record, of course, we go into considerably more detail.

In addition to this survey, which is really made before the barley crop moves to market, we have had an arrangement with the Federal Grain Division for a number of years where we get a portion of the official sample from each car graded at the terminal markets during the months of August and September. These samples come to us marked with the point of origin. By the time we get these samples we know pretty well the regions of similar type barley from the earlier farmer's survey. They are then composited in a similar way to give us a check on the samples which came in from the individual farmer's fields. These in turn are malted, evaluated, and then checked with the farmer's samples which came in earlier. That information then is prepared in the form of a report which is available to the cooperating agencies which at the present time include the Farm Experimental stations, the U. S. Department of Agriculture, the Bureau of Plants, the Federal Grain Division, and all the industrial organizations which are cooperating nationally in this program.

In that way we don't expect, of course, to give you the total evaluation of all the barley in that area, but we do have a fund of information there which gives us some idea of what the crop is going to be from these various areas—the malting value as well as the feed value. We run protein tests and get the bushel weight on the poorer varieties not suitable for malting purposes.

### Also Use Experiment Station Samples

In addition to this type of information, we have standard varieties growing at 14 experimental stations through the barley area. These samples are coming into us each year. They represent about ten commercial varieties. These samples come in each year from the experimental stations with information on their yield, quality, and general field conditions, etc. These are graded, run through the chemical laboratory and evaluated, so we have a total of four sets of information obtained on the barley crop each year.

The main purposes of this is that we get the information on the barley produced, the general condition, and the quality of the barley. The industries need this information. We feel you need this information. It gives us something tangible to work on in our program of research. At the outset it was set up primarily to get this type of information for our own purposes, so that we would better know what was happening each year in these areas, which varieties were really meeting the field conditions, and which varieties were decidedly unsuitable—so that we would have information to give the experimental stations and the University for their educational program. We soon found, however, that the industries were fully as much interested in this information as we were, with the result that they have been using our information not only in selecting the areas from which they are going to buy barley but in adjusting their processes to meet the individual differences in the barleys from these different areas.



"Take a look in that and see if you can tell when you're gonna pay the rent you owe me!"

For instance, in the malting process barley is steeped (submerged in water) after it has been cleaned and sized until it reaches a given moisture content, and the moisture content is a very important factor in relation to the quality of the malt. After the steeping process has been carried on until the proper moisture content has been reached — from 45 to 48% moisture — the barley is then spread out where it is aerated (air cooled), and allowed to germinate. During that germination period, chemical changes are set up in that kernel of barley which make available the starches and proteins in soluble form. The rate the water absorbs in the barley varies a great deal from year to year. Therefore the maltsters are more particularly interested because they want to know how this barley is going to process, and they need the information promptly to enable them to better learn the process needed on that particular barley, and to determine whether they could use the barley from any given area. At the

present time we are setting up an organization whereby the brewing interests, through their respective associations, will come in and we will carry this on through in relation to the actual brewing.

### Evaluate Skinned, Broken Kernels, Too

With that information we have been able to get up a better understanding of the malt processors evaluation of this barley, and the varieties suitable for industrial purposes. Also evaluation of skinned and broken kernels in relation to the quality of the malt, the mixture of varieties etc.

In addition we have for five years accumulated the information to enable us to start upon a barley breeding program, to develop a barley better suited both for the farmer, to the handling by the elevator men, and the industry. This would have been merely a step in the dark if we had to work from the limited amount of information that was available five years ago. Now we have the information which will enable us to select out of the several thousand hybrids the best combinations, and know when we get them, and when we get these new varieties ready for production it gives us the machinery for developing and testing them in all the areas and carrying them clear through the evaluating process before they are released for production.

In that type of set-up the industries and the elevator men will be familiar with the variety before they are being actually produced on the farm. So, as I said, this program will continue to fit in and become an integral part of the barley production market annually. The utilization program will be carried on.

Can you as elevator Superintendents, afford not to be in this type of program — you men who are handling barley?

(Dr. Dickson then referred to the displays he had with him, first showing mounts, containing skinned and broken barley.) Maltsters limit the skinned and broken to 5%. Skinned and broken barley has been quite a factor — especially in Wisconsin, Iowa, and the Minnesota Red River Valley. The limit of 5% is a pretty safe set-up as far as the malster is concerned. In taking out the material that is obviously skinned and broken there is, of course, a lot of it that may be damaged that is not shown in the grade designation.

In the skinning of barley a large percentage of it comes in the farm, from poor adjustment of the separator, and there is also some that occurs in the elevator — especially if you are not pretty careful in elevating, and not many are.

### More Careful Elevation Urgent

Then there is the type with the frayed end. The germ end of the husk is frayed and the tip of the germ is apt to be damaged. In running the barley through the



elevators there is considerable danger of that, especially if the barley is skinned to begin with. The skinned and broken, and particularly the chipping of the germ end is serious in relation to the malting, because your barley sprout is growing under the same general condition it would grow in the field. If the roots are damaged the barley is not going to absorb water and the kernel is not going to be changed during the malting process.

There have recently been suggested some slight modifications of grades — which is a re-definition of what is skinned and broken. It is designed to take care of the kernels with the badly frayed husk at the germ end, paying less attention to the split in the other end.

Heat damage, moisture damage, and general out of condition barley — that needs relatively little discussion. Heat damage, or excessive moisture damage, mouldy barley—is decidedly out of the picture as far as the maltster is concerned. The maltster must have sweet, vigorous germ barley which will germinate with the proper vigor. Anything that is rancid or mouldy starts an acid condition — which goes right into the finished product.

Sprouted barley: If, as in the past year, barley became wet in the shock there is again some damage there. These sprouted kernels are of relatively little value. There is a lot of mould, dirt, etc., in these sprouted kernels which make them decidedly objectionable.

Thin barley: The grading classification is set up so that samples with 15% or more of this barley does not go into the malting barley class, and in that respect the barley that goes through the sieve is purely feed barley. If the maltster takes it, he cleans it out. Oats, of course, mixed with barley are a problem. Most of you, in the terminal elevators, have good facilities for reducing that. If not, the maltster must clean that out. The oat kernel has a distinctly different type of flavor when it gets into the malt, and the oat kernel is so constructed that it will not ferment readily. It is of little value in the malt.

### Barley Hash Undigestible

Mixture of two row with six row barley: This has given you somewhat of a head-ache. (Showing sample) The two row barley in this is a good malting barley in this area. The two row malts decidedly different than the six in the Spring barley area. That means that if there is a large amount of two row in there it is going to malt decidedly different than the six, and there is going to be a compromise made some place to take care of the two row — so as not to over-malt the six row. These mixtures generally will have a high bushel weight, from the two row kernels. The country elevator, due to the high bushel weight, has often

paid a premium on it. He will load out his car and ship it to the terminal market and it may grade out of the malting class. Then there is a squabble.

The two row barley in Minnesota and Wisconsin is not an excessively large kernel. It would grade out with the larger kernels of the six row barley, and you cannot separate the two row barley without taking out the fancy kernels of the six row. So your problem of separation is a difficult one. However, you must stay below the 5% point — then you are relatively safe for malting.

That two row barley has given us a headache in our relations with the farmer because 95 out of 100 country elevators are paying a premium for it. When that farmer comes to our meeting he begins bragging, and as a result we have to tell him that he is getting it because the country elevator man is ignorant of conditions, but sooner or later he will get caught on it.

### Giddy Gallery—By Roy Nelson



"She says you probably tell that to all the girls."

### Scab, Blight

Blight damaged barley (Showing samples): A certain type of blight is offensive in both feed and malt, and ALL types of blight are offensive in malting barley. We find blight in Iowa, Northern Illinois, Southern Wisconsin, from year to year, and about 50% of the time in Southern Minn. This is a type of blight which causes feeding distress with hogs — the true scab. That type of blight is offensive both in barleys intended for feed as well as those handled for malting. If there is a large percentage of blight it will cause hogs, humans or dogs to vomit within five or ten minutes after he takes some of that meal, and there is no way that we can get that dangerous substance out of there. So it is a question of diluting it down to a point where it is safe to handle.

As far as malting barley is concerned,

you probably spoiled more good malting barley in the last three or four years by mixing in 2 or 3 percent of blighted barley into your good malting barley than you realize. You are going to find that the barley buyer for the maltster is going to be more and more discriminating, and there will be more than one headache back on your hands when you take a good sample and try to mix up some of the blighted stuff with it. It will probably be back on your hands as feed barley. That is one place where a penny saved may cost you several pennies.

We have found in malting our blighted barleys that we can malt with only a very small percentage of that blighted barley in there. Even after it is a finished product it makes a soapy type of beer. When you find blight damage you will probably have to be pretty discriminating.

Question: "Does that blight damage increase in barley that is stored?"

### Storage Hazards, Moisture

Dr. Dickson: Not in general. However, if you take some of it in the fall and the moisture is up to 15 per cent, unless you are careful in turning it you may have trouble, but if the moisture is down to 14% or below you get relatively little increase in blight damage. If your blight damage does increase you also have heating damage coming in from the moisture, etc. So the statement sometimes made that blight damage is going to increase has not been borne out. Unless the moisture is high enough so that the grain will get out of condition you won't get a spread of it.

Question: "That blight is a fungi?"

Dr. Dickson: There are two kinds of blight damage fungi. The one that is common in the Red River Valley, and some years in Southern Minnesota and Northern Iowa is usually the type that does not cause vomiting. That type of blight is very much less offensive than the type where the spring barley and corn come into the rotation. The scab cannot be differentiated by any ordinary visual inspection of the sample, therefore they cannot be distinguished in grading.

In inspecting and grading it is necessary to put all of this in the feed quality, and there is a 4% limit set up in the malt grades. In grading No. 1 the limit is still lower.

The same organism that causes this scab on barley is one of the important factors in the damage caused in corn.

The presence of "Trebis" barley and non-malting barley: At the present time it is pretty well out of the Spring barley area due to educational program.

The Experimental Stations, through their extension divisions, have held barley meetings where they have asked the farmer to bring in a representative sample

(Concluded on Page 12)





# Just like a ...DENTIST

Concrete, like teeth, MUST be inspected and attended to regularly! Cavities MUST be prepared, cleaned with only a technicians skill, rebuilt with an expert eye towards permanently, filled with a truly lasting protective material; bridge-work must be put in where necessary — and the sooner the better and the cheaper it will be.

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busily engaged in this specialized work the proper tools and equipment and a wealth of experience to give you the best job and at the least expense. If you can be assured of satisfactory results and protect your property investment as you would your teeth from further decay — the best way!

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★  
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Certainly not — in either teeth or concrete! In the latter all the rotted areas must be carefully chipped away to a two-inch depth and at least six or more inches wide; must be reinforced with wire mesh anchor-bolted in place.

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The cavities are now properly prepared for filling or rebuilding along "strength-building" engineering principles — otherwise your structure or your teeth will NOT have the necessary rigidity to withstand further utility very long. Obviously soft, flexible fillings are most undesirable, consequently we fill all openings with a special cement grout applied under tremendous pressure and thoroughly re-inforced so the structural strength is completely re-established.

★  
Wire brushing has been found inadequate because in preparing to "water-seal" structures against further deterioration it is necessary to cut away and lightly "pit" the surface to remove all dirt and provide for an excellent bond. Sandblasting alone accomplishes this result.

★  
Next, we apply a priming coat which penetrates deeply into the concrete and becomes an integral part of it — as shown by the adjoining illustration.

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If there were no further movements your tanks would now be water-tight, but uneven loading and unloading and temperature changes develop new and continuously opening cracks. It is therefore definitely necessary to provide a thick flexible film over the entire concrete surface to compensate for these movements. In-Fil-Tro-Flex is a thick, paste-like material of tung oil base which is shot on with special equipment and built up to at least a quarter-inch thickness, thus forming a protective outer skin with a flexible underbody.

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particular job to maintain a balance between the other groups. You must resist the demands of the owners when they encroach upon the rights of the workers and you must also resist the demands of the workers when they reach the point where they become unfair to the owners. On top of this, of course, you also have to resist government when by undue taxation or restrictive legislation it threatens to destroy your business and so interfere with the welfare of all the groups.

In addition you must have in mind at all times the rights of the consumer, without whose support your business would simply cease to exist.

So far I have told you only what you already know, but what, I venture to say, many of you have not fully appreciated.

#### What Is Employment?

Will you consider with me for a moment the basic factors in regard to employment?

Take first the employer;—what does he require? He has a job to be done and he must have it done efficiently and at a cost which enables him to serve the consumer, secure a return sufficient to meet his overhead, provide himself with a living, and return a reasonable margin of profit. He usually finds himself subject to keen competition so that all his costs, including wages, must be carefully watched if he is to be able to remain in business. The employee's situation, at first glance, seems to be entirely different. Examination will show however that his problems are very similar to those of his employer. His first requirement is a wage sufficient to provide himself and his family with an adequate living plus a reasonable amount which can be set aside, through insurance or otherwise to provide for sickness, old age and the care of his dependents. He also requires reasonable working conditions and security in his job. The one thing we all strive for is security for ourselves and our families, and perhaps the greatest cloud overshadowing the lives of the wage earner is the fear of losing his job.

There, gentlemen, you have the starting point for the consideration of Employer-Employee Relationships.

Generally there is a constant struggle on the part of employers and employees to achieve the objectives I have outlined. In the past, the employer has had the advantage in this struggle. The law of supply and demand has operated in his favor and in too many cases wages have been based, not on a reasonable return for services rendered, but on the lowest amount

for which men could be found to perform those services. Labor has had a long uphill struggle from the times when all work was performed by slaves, through the various stages of development, down to the present time. Times have been and are changing. There is now fairly general recognition that labor is entitled to a fair share of the fruits of its efforts and the present danger is that labor will become so strong that it will demand, and for a time, at least, secure more than it is entitled to. Along that road lies chaos and the ultimate destruction of our present economic system.

I am finally convinced, as I have no doubt you are, that complete socialization of industry would result in a tremendous lowering of the general standard of living.

### IMPROVEMENT ON NATURE



—Courtesy Chicago Daily News

There is our problem and it is up to us to meet it. We must face the facts squarely and work out our own salvation. I believe this can be done; but only through a sincere, honest, co-operative effort on the part of employers generally can a permanent solution be found.

Not for a moment am I suggesting that the faults, are all on one side. The problem of lazy inefficient, trouble-making employees is one which most employers have to face but I am sure they will be able to do so much more effectively if they first put their own house in order.

#### Method of Approach to the Problem

Getting down to the actual problem of Employer-Employee Relations, I want to suggest to you that the most desirable and certainly the most satisfactory

method of maintaining these is on a co-operative basis. Mutual understanding of each others' problems and friendly negotiation of differences, will achieve far more than Strikes and Lockouts, and the serious loss to employers, workers, and the community which they involve will be avoided.

#### Legislation Affecting Labor

In recent years governments have intruded more and more into the fields of business and it is to be regretted that recent legislation has in very many cases failed to achieve the objects for which it was intended, and has, in some cases, created evils worse than those which it was intended to remedy.

No one will deny that we have far too many laws or that many of the laws we have are unsound in principle and ineffective in their operation. If a business tackled its problems in the way many legislatures do it would quickly go out of business. Unfortunately governments do not seem to recognize any such deterrent.

While there are signs of it developing, there is at present little evidence of broad progressive and systematic study by our lawmakers of the problems they have to deal with. Usually when a problem develops a group of people affected by it press for legislation which will give them the relief they require. Insufficient thought is given to the broader aspects of the situation, and if its sponsors can find sufficient support, a new law is thrust upon an unsuspecting and long suffering public.

#### Conflict Between Federal and State or Provincial Legislative Powers

In Canada, as in the United States, governments are impeded in their efforts to deal with matters affecting labor by reason of their overlapping jurisdictions.

In Canada, under our constitution, which is set out in the British North America Act of 1867, matters affecting property and civil rights are specifically stated to be within the sole jurisdiction of the Provinces and it has been recognized by the Dominion Government that legislation affecting wages, working conditions, hours of labor, Workman's Compensation, Employment Insurance and kindred matters is substantially, subject matter for provincial action. To some extent a similar situation exists in the United States. Sixty or seventy years ago this was sound because at that time what happened within a state or Province had little effect on the other States or Provinces. Communities were largely self-contained and interstate or interprovincial



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trade was of comparatively little importance. Present day conditions have changed all this. Rapid and cheap transportation coupled with a tremendous speeding up in the methods of inter-communication have brought every part of the country in close touch with every other part, so that for purposes of business the whole of our respective countries are smaller today than was a single state or province fifty years ago. The result of this is that absence or non-enforcement of, for example, minimum wage laws in one Province which may force out of business an industry in another Province where such laws are strictly enforced. This should not be possible, but absence of uniform laws, uniformly enforced, renders the situation incapable of being remedied.

In Canada, the Dominion Government can legislate in matters affecting labor engaged in work on Federal contracts but not otherwise. In the United States, the Walsh-Healy Act of 1936 deals with work done on public contracts. There is, too, the National Labor Relations Act, the central purpose of which is to restrain the employer engaged in Inter-state commerce from interfering with the rights of his employees to organize for the purpose of collective bargaining. While there is also some other legislation, generally it remains with the individual states to make their own laws affecting labor. Unfortunately there has been practically no attempt so far at uniform legislation and the lack of uniformity greatly complicates the situation.

The only real solution to this problem is a transfer from the provincial and state authorities to the Federal authorities of all their powers to deal with these matters.

In Manitoba our Legislature passed, at its last session, a Strikes and Lockouts Prevention Act which provides for the reference of any dispute between an employer and a majority of his employees to a Board of Conciliation and Investigation. This Act makes illegal a strike or lockout while a reference to a Board is pending. It recognizes the rights of Employers and Employees to organize for any lawful purpose; their right to bargain with one another, individually or collectively, through their organizations or representatives and makes it illegal for any person to seek "by intimidation or threat to compel any employee to join or refrain from joining any union or voluntary association of employees."

This Act goes a long way towards preventing the occurrence of Strikes and Lockouts but it is inadequate in many re-

spects, particularly in its failure to fix responsibility upon unions for their own acts in connection with Strikes. I very much prefer the provisions of "The British Trades Disputes and Trade Unions Act," which I will refer to a little later on. Other provinces and states have labor laws of different kinds, none of them totally adequate for our present day needs.

The fact remains that the inadequacy of existing laws, coupled with a serious disregard of them in many cases, has placed the employer in a very unenviable position. This brings me to my next point, the matters of organizations.

#### **Employers' Organizations**

Generally, employers as a group, are not organized and there has been very little in the way of co-operation among them for mutual support and protection. This is most unfortunate and I suggest to you the following objects, which are declared to be those of the Employers' Association of Chicago, if pursued by a strong, country-wide association of employers, would have a stabilizing and wholly beneficial effect:—

- (1) To protect the employer and employee in the right of freedom of contract;
- (2) To prevent any interference with persons seeking to work and earn a living;
- (3) To protect the public right in the free and uninterrupted use of the streets and in the transportation of persons or goods;
- (4) To oppose restriction of output, discrimination in the use of materials, limitation of apprentices, sympathetic strikes and boycotts;
- (5) To oppose the payment of money or other consideration for the settlement or prevention of strikes and boycotts, or for special privileges.

I do not have to remind you that in any sphere a well organized group has a tremendous advantage over any other group which is not organized. That is exactly the situation with business and labor today, and unless business can secure protection from governments it is likely to find itself at the mercy of organized labor.

#### **Employees' Organizations**

In regard to Employees' Organizations, or Labor Unions, I intend to refer only to recent developments. Trade unionism in Canada and the United States has followed somewhat similar lines and the American Federation of Labor has to a large extent in the past represented labor in industry.

#### **Communist Activities**

In Canada the Communists endeavored to build up The Worker's Unity League along lines similar to the present C.I.O. Their efforts did not meet with any great measure of success and some time ago, in pursuance of plans formulated by their Central Council at Moscow, for worldwide adoption, they dropped the League and commenced an attack on the established unions by working from within. All Communist workers were instructed to join the unions with a view of ultimately gaining control. Just how far they have progressed it is hard to say. We know that in individual cases they have actually secured control; in many cases they have not made any headway at all; and in others they have achieved some measure of influence. My opinion is that in Canada the Communist influence will tend to decrease rather than otherwise.

#### **Committee for Industrial Organization**

The Committee for Industrial Organization, or C.I.O., is by far the most important factor in labor relations at the present time.

To understand the full significance of it one must study not only the movement but the man who is at its head. The scope of my talk today is such that I can do this only briefly.

Just how far Mr. Lewis aspires to go is difficult to determine but a glance at the situation in France where the "sit down" strike developed a year ago might be instructive. In that country Leon Touhaux, the head of the Confederation Generale du Travail, (The French Federation of Labor) through his control of all the trade unions is tremendously powerful politically. He is consulted in all matters of public importance and it is suggested by some Frenchmen that the government of their country is really in the hands of Touhaux and not of Leon Blum, the Premier.

#### **Labor in Politics**

That Lewis has political aspirations is apparent, for while he claims that the first and most important objective of the present struggle is "to organize the workers in order that they may obtain a larger participation in the benefits of modern industry" and to enforce recognition of the legal right of workers to organize, upon employers who still deny it, he is quoted as saying "I am not blind to the fact that such a movement has other consequences. Its by-product is political, in the sense that through their organization the workers of America will acquire a



greater participation in the government of this country. What we want is to create an Industrial Democracy."

In doing this Mr. Lewis is reversing what has been the recognized policy of American Labor leaders in the past. It would appear from his declarations that the C.I.O. is intended to become the first Labor Political Party in the United States. Just what course that party will take is not at all clear. At the moment it seems very doubtful whether it could enter the field as a serious contender for office but certainly as a third party holding the balance of power it could create a very difficult and most unfortunate situation.

If the C.I.O. does develop along these lines it will, in time, destroy itself and defeat its own objects, for in no democratic country can a minority of the people, no matter how well organized, force their will upon the majority and continue to do so for any length of time.

There appears to me to be a rather alarming trend towards a dictatorship of labor in the C.I.O. movement. Unfortunately, what the workers do not realize is that whether dictatorship be by, or rather, supposedly on behalf of the workers, as in Russia, or of the type now so prevalent in Europe, the workers are the first to suffer and it is in those very countries that the lowest scales of wages are paid.

#### **Disregard of Law by the C. I. O.**

A most serious feature of the activities of the C.I.O. is its disregard for law. The "sit down" strike is unquestionably illegal and the American Courts have so held. In the General Motors Strike, Judge Gadola issued an injunction in which he said, in part, as follows:—

"The injunction shall be issued out of this Court commanding the defendants that have appeared and all defendants, and all persons operating through, under or by virtue of any contact with these defendants, to evacuate the premises in question, and further that they shall be restrained from picketing the plants of the plaintiff."

This order, which apparently was later suspended by the Governor of the State, was read to the strikers but they completely ignored it. Here we have an open defiance of a court order, made in accordance with the provisions of the law. There are large numbers of cases on record where unlawful tactics have been employed by strikers resulting in loss of life. Admittedly our laws are not perfect but there are constitutional methods of changing them and there can be no excuse for those who flagrantly disregard them.

#### **Disregard for Agreements**

Another charge has been made and proved against these "sit down" strikers to the effect that having signed up agreements with employers they promptly proceeded to disregard them, except in so far as it is in their own interests not to do so.

On March 12th, 1937, an agreement was entered into between General Motors Corporation and the United Automobile Workers of America. Section 5 of the agreement provides as follows:—"Should any differences arise over grievances there shall be no suspensions or stoppages of work until every effort has been exhausted to adjust them through the regular grievance procedure, and in no case without the approval of the International Officers of the Union."

Notwithstanding this provision there were thirty violations of this agreement between the 16th, of March and the 2nd of April (inclusive) involving 48,570 workers and the loss of 413,869 man hours of work.

#### **Responsibilities of Unions for Wrongful Acts**

The foregoing brings up the further point regarding the necessity for fixing the unions with responsibility for their wrongful acts. Neither in the United States nor Canada is there any requirement that unions shall be incorporated. In the case of United Mine Workers of America versus Coronado Coal Company, Chief Justice Taft said that liability "had to be enforced against each member" because an unincorporated group was a partnership.

In the instance I have just cited, General Motors had a perfectly good cause of action for damages for breach of agreement but it would be a practical impossibility to sue the forty-eight-thousand-odd men who participated in those demonstrations. Not until the unions as such can be fixed with responsibility, in proper cases, will it be possible to force upon their members the realization that they must remain within the law and be bound by contractual obligations solemnly entered into by them or on their behalf.

Other outstanding evils of the C.I.O. program I can only refer to in passing:—

- (1) The Closed Shop;
- (2) The check off, which makes the employer the collector from his men of union fees and assessments;
- (3) The uncontrolled collection and use of union funds for political purposes without the consent of the workers and without full disclosure to the public of the amount and disposition of such funds.
- (4) Representation without election.

#### **Suggested Legislation to Curb Current Evils**

I earnestly commend to you as a means of remedying some of the evils I have referred to the British Trade Disputes and Trade Unions Act" of 1927. This legislation, adapted to meet conditions as they exist in the United States and Canada, would go a long way towards stabilizing the labor situation on this Continent.

The British Act was passed as a result of the very serious general strike in 1926 which tied up the whole country and affected about 2,730,000 men and resulted in the loss of around 167,000,000 man days of work. It was passed because the English people as a whole became thoroughly aroused to the situation and determined that there should be no repetition of it. Very briefly this Act provides as follows:—

- (1) A strike or lockout is illegal, if
  - (a) the object is other than the furtherance of a trade dispute in the industry in which the strikers or employers looking out are engaged;
  - (b) designed to coerce the government directly by inflicting hardship on the community  
(This was designed to prevent "sympathetic or general" strikes)
- (2) It protects persons refusing to take part in an illegal strike or lockout by giving them the advantages their union membership would ordinarily entitle them to.
- (3) It declares illegal picketing carried on in such numbers or in such a way as to be likely to intimidate workers or cause a breach of the peace.
- (4) Provides that collection of monies for political purposes can only be made where the worker consents. It also requires an accounting to the government of funds collected and used for political purposes.
- (5) Employees of the Crown must not belong to unions other than those composed solely of Crown employees.
- (6) Public authorities are prevented from making membership or non-membership in a union a condition of employment or a condition in any contract entered into by it.
- (7) The use of union funds in support of an illegal strike may be restrained by an injunction which may be applied for by the Attorney-General or any party who is interested and affected by it.

It is to be noted that in England trade unions are incorporated and can be fixed with responsibility for their Acts.



In Britain the effect of the foregoing has been to greatly improve the relationship between Employer and Employee, and to increase the membership in the unions and improve their status.

It is my belief that until labor laws in the United States and Canada have been uniformly adopted along lines similar to the above we shall continue to have serious trouble which neither employers nor the authorities will be able to control.

(To Be Concluded Next Month)



## HART-CARTER DESCRIPTIVE FOLDER

MUCH enthusiastic comment has been made about the latest folder sent to the terminal grain and processing industries by the Hart-Carter Company.

This unique mailing piece starts out on its outside flap with "Mr. Grainman—this means cash in your pocket!" Inside, and over an abundant wheat field scene, is a cellophane wrapper containing samples of barley and a bright, new, shiny penny with the caption, "There's Extra Profit in This Year's Crop. Equip to Take it Out!"

We see a lot of clever literature, but we have yet to view anything with more attention-value than this. Those of you who were fortunate enough to receive one will say the same.



## MINNEAPOLIS CHAPTER VACATIONING

DON'T let the above mislead you. It's the Chapter, not its members, who are vacationing.



Because of the exceptionally busy grain season, the regular monthly meetings of the Minneapolis group of Grain Elevator Superintendents have ceased until Tuesday, September 26th. Chapter Secretary F. May-

nard Losie, however, is making certain that Minneapolis will be in at the "photo" finish of the Chapter Membership Race now in progress and has already mailed two reinstatements to headquarters during the past month in spite of the fact that he is, to use his own words, "as busy as a cat on a tin roof."

## JULY VISITORS

OUT-OF-TOWN visitors to the offices of "Grain" for the month of July included two distinguished gentlemen from foreign countries—one from Budapest, Hungary and the other, Mr. Maurice Girard, from Paris, France.

Jim Auld, Superintendent of the Hales & Hunter elevator, A. B. Osgood of the Day Company, C. W. Turning, Safety Director for SOGES and Walter Kostick of R. R. Howell & Company—all of Minneapolis, dropped in during the month, as did C. W. Partridge, Secretary to the Association of Operative Millers, Kansas City, Mo.

## CORN STALK 24 FEET HIGH

NO, this isn't one of Roy Heinrikson's "Tall" corn stories. A Washington (Iowa) cornstalk measuring 23 feet 10 inches high, more than five feet taller than the world's record, was given the Iowa Press Association award this month. Second prize went to a West Liberty farmer with a stalk 22 feet 2 inches tall. The former world record was 18 feet 9½ inches, held by an Arkansas producer.

Some of these tall ones might make appropriate "roses" around some of the terminals.

## A TIMELY SUGGESTION . . .

We have a specific and economical remedy for those MOTHS that are heating and damaging the tops of your corn and wheat bins.

## IT IS MOTH-CIDE

Weevil-Cide Moth Spray

The Indian Meal Moth is becoming an increasingly serious pest in elevator bin tops. Grain fumigants have little or no effectiveness in purely surface treatment because the gas concentration won't hang around long enough to kill the egg and worm stages of the moth.

What's needed is a combination fumigant and powerful contact spray—and one that won't leave an odor on the grain. The best answer for this is MOTH-CIDE.

Write us for details of application on this special moth control remedy.

## THE WEEVIL-CIDE COMPANY

Makers of Weevil-Cide — "The Dependable Grain Fumigant"

1406 West 9th Street, Kansas City, Mo.



# Cargill Automatic Sampler Announced

THE Cargill Automatic Sampler is designed to obtain a more accurate sample of grain to or from car or cargo—and while loading out or in; to give the Superintendent accurate information on his blend of various grades, thus eliminating many set backs of loaded cars which do not meet the required grade, and to determine heat damage or weevil in grain stored in the elevator. The Sampler consists of a 3-inch pipe of an alloyed casting which has such high strength and resistance to abrasion it will last indefinitely. The pipe has holes spaced about  $2\frac{1}{2}$  inches apart. A cover with a like number of holes fits over the pipe and is hinged with heat-treated steel hinge bolts, strong, abrasion-resisting and easily replaced if necessary.

The Sampler units are made in standard nominal lengths of 3, 4, 5, 6, 7 and 8 feet with 5 to 18 holes in each. In operation the Cargill Automatic Sampler is opened every 6 seconds to permit a sample of the grain as it is dumped from the cups in the head casing to enter the holes in the sampler and pass down to the divider. The Sampler extends through the head from top to bottom at an angle of approximately 60 degrees, and out at the throat between the leg and the discharge. The gear head motor (which can be had for any current) automatically lifts the cover in a manner which fully exposes the openings—which will not clog or stick with grain or dust upon closing.

With the Cargill Automatic Sampler every part of the car or cargo delivers a far more representative and true sample than could possibly be obtained by the present five probes to a car or Pelican Grain Samplers on the dock.

## Multiple Units Open Alternately

THESE Samplers can be had in single units for legs with one string of cups, or in 2-tube, 3-tube or 4-tube units where belts with 2, 3, or 4 strings of cups are used. Only one motor is required for any leg. The multiple units are so arranged that they open alternately. One Divider is sufficient for 2 strings of cups.

Installations have already been made in three elevators at Superior, two at Buffalo, one at Omaha, two at Kansas City, one at East St. Louis, one at Minneapolis and one at Albany. Nearly all are multiple units.

When used on a double string of buckets the sampler receives approxi-

mately 200 pounds of grain from the stream of a 1500 bushel car. This is far more than required for a sample, therefore the 200 pounds is reduced to approximately 12 by running it from the Sampler through a multiple Divider. Fifteen-sixteenths of the grain is then returned to the leg and one-sixteenth, the representative sample, is spouted to any place in the house or to the inspection office so that the various tests can be made immediately. In loading in or out the various tests are obtained before grain leaves the hopper scale for distribution to bin, car or boat.

The Divider consists of 4 sections, the bottom 3 sections each having openings for 16 streams of grain. As the grain passes through the top section it is properly mixed by passing over a cone, and this process continues through all sections as each has a cone to further mix the stream. After the grain has passed through the Divider it is therefore thoroughly mixed and the sample truly representative of the grain being run.

Harry B. Olson of Chicago is now making these ingenious devices for distribution.

## ★ BOUQUETS FOR SOGES

I MIGHT state that I enjoyed very much indeed the recent Convention held at the Hotel Pfister in Milwaukee," writes J. E. Grant of the Canada Malting Company, Winnipeg, "The program was a very instructive one and I sincerely hope I will be able to attend a good many of these excellent Conventions."



Mr. Grant hits the nail squarely on the head when he goes on to say, "I appreciate the purpose of the Society in promoting greater knowledge of the handling of terminal elevators and grain processing plants, and feel that it is the direct means of permitting various operators to obtain the most up-to-date methods of operating. For one thing, I shall be pleased to communicate with headquarters regarding any problem we may have requiring proper solution, and with the fund of knowledge available through the combined membership, I know any problem we might have would be solved advantageously."

Quick, Mr. Membership Chairman! Here's a good man for your committee. And truer words were never spake!



## 1939 CONVENTION DATE ANNOUNCED

It has just been announced that dates for the annual convention of the Grain & Feed Dealers National Association will be in Minneapolis on October 2 and 3, 1939, according to word from President O. F. Bast of Minneapolis, Minn. The Nicollet Hotel has been designated as the convention headquarters.

This will be the forty-third annual convention of the national association. The 1938 meeting was held in Toronto, Canada, last September.

It is expected that the convention will bring nearly one thousand men and women from more than 20 States to Minneapolis. The Minneapolis Chamber of Commerce will act as host to these convention visitors, providing entertainment. The speaking program is now being arranged by officials of the national headquarters office in St. Louis, Missouri.



## SAFETY CONTEST ENTRIES MOUNTING

"There's still time to enter your plant in the Society's Third Annual Safety Contest," advises Safety Director Clarence Turning, Duluth. "Quite an imposing list are entering so everyone should make the \$5 entry fee do a lot of fancy tricks for them, — namely produce about a 5000% return," adds Chairman Oscar Olsen of Peavey Terminal.



## ACCIDENTS CLIMB

ACCIDENTS sufficiently serious to attract notice in the outside press have suddenly burst forth—and right in face of our recent "Safety" number, too—dragging the record for our industry still deeper into the mire.

## Falls Into Bin of Meal

The Elevator Foreman of an Iowa processing plant fell about 20 feet into a bin of soybean meal and was suffocated last month. A workman noted his absence and notified others.

## Drawn Into Buckets

While the wheat cargo of a freighter was being unloaded, the 62 year old marine leg operator is believed to have fallen into the hold where he was instantly killed when drawn into the buckets on the marine leg. Noticing the unloading leg had stopped operating another employee started it again which led to the discovery of the mangled body.



## OMAHA CHAPTER NEWS

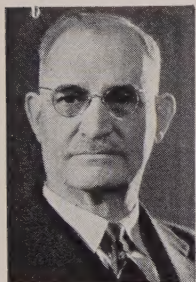
THE Omaha Chapter July meeting of the Society of Grain Elevator Superintendents was a sad one, Chapter President Charles F. Walker reports, for those attending said goodbye to one of the Chapter's most active workers, E. J. Raether, who left for Minneapolis to accept a position with the Chamber of Commerce there.

"We all hated to see Ed go," Charlie Walker writes, "as all of us know we are losing a good worker for the Association as well as a very good man in his line. Best wishes to him in his new venture."

There was a good turnout at this meeting and all present voted it a very interesting one.

## Vacationists

MANY of our busy elevator Superintendents hied themselves away for much-needed rests before the "Big Blow" of grain into their plants. Among them were:



T. C. Manning, General Superintendent for Uhlmann Grain Company, Kansas City, Mo., and National President of the Society of Grain Elevator Superintendents, who found a mountain retreat near Denver, Colo., and not even Ted's firm could tell the postman where to direct mail for him. Mr. Manning reports a delightful time and says he is now ready "to lick the world" if called upon. Always a tireless and enthusiastic worker, we presume it will be necessary for Ted to take on another elevator in order to find an adequate outlet for all this reserve energy!

Jim Auld, Superintendent of Hales & Hunter's "Belco" Elevator at Minneapolis, also used the Western trail as a speedway to his vacation destination — making stops at Omaha and Denver on the coast-bound trip.



## NEXT CHICAGO MEETING

CHICAGO members of the Society of Grain Elevator Superintendents have found themselves too busy to attend Chapter meetings this summer and as a consequence there will be no meetings until sometime in September, when the Chapter will hold its annual election.

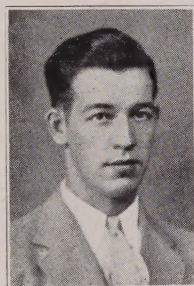


## NEXT OMAHA MEETING

THE next meeting of the Omaha Chapter of the Society of Grain Elevator Superintendents will be held in September, when plans will be made for competing in the Membership Race now being staged by all Chapters of the Society.

"We are as busy as cowtails in fly time right now," Omaha President Walker writes, "but expect a breather by that time."

Some day we're going to challenge Jim to a race with the Indianapolis Speedway winner. He can sure burn up the old highways and by-ways! And in a manner befitting a professional, too.



Emil Buelens, assistant manager for the Glidden Company, Chicago, spent a quiet and enjoyable vacation in northwestern Montana-Kalispell. Sounds like a postman's holiday, Emil. There's grain up in them thar

hills, isn't there?

Though not a Superintendent, Gil Schenk of Kansas City, Mo., is well-known and equally as well-liked among grain elevator Superintendents everywhere. Almost as soon as the last bell rang signaling the end of another school year, Gil and his charming family hit the trail for northern Canada where they will revel in the incomparable climate and scenery—returning in early September.

Ho, hum! Where DID we put those road-maps?



## CHAPTERS VIE FOR CROWN

WITH Minneapolis, Kansas City, Fort William-Port Arthur and Chicago Chapters of the Superintendents Society only three memberships apart between the high and the low, much competition can be expected for the top spot during the coming membership drive.

Kansas City and Chicago lead with 21 Superintendents apiece, followed by Minneapolis with 19 and Fort-William-Port Arthur with 18.

Omaha is one ahead of Buffalo, so a little friendly battle may be expected from these units as well. The Buffalo Chapter, however, does not hold periodic meetings as do all the others.



## DOWSE IN NEW GRAIN FIRM

ORRIN S. DOWSE, former Vice President of the Stratton Grain Company and Vice President of the Chicago Board of Trade, and Wallace Templeton, partner of J. S. Templeton Sons are the President and Vice President-Treasurer of the newly organized Santa Fe Elevator Corporation which took over the lease of the 1,800,000 bushel Santa Fe Elevator effective August first.

Starting in the grain business with the Armour Grain Company in 1914, Mr. Dowse is widely known for his activities in exchange and association affairs; while Mr. Templeton is a veteran wheat milling specialist.

Directors include the above and Kenneth Templeton, president of the Chicago Board of Trade the past three years and now second vice president and George Altorfer, all partners in the Templeton Company and experienced merchandisers and futures specialists. The Templeton Company will continue operations as in the past.

The new firm will handle rail, barge and lake shipment and do a general merchandising business through the Santa Fe Elevator of which William Whiting is superintendent and Jack Waterbury is assistant.

Stratton Grain Company's Chicago Office will hereafter be directed by William C. Enke, Jr., recently appointed vice president succeeding Mr. Dowse. The company will continue operation of the Schneider, Ind., terminal in the Chicago switching district.

The new Company received wide congratulations from the trade with many floral tributes welcoming them into business.





*How much* **For A LIFE?**

**HE'S INJURED!**

Will Fellow Employees  
Leave Your Injured  
Worker to Die

**?**

OR Will They Carry  
Him to a POTTER SLIDE  
and Save His Life?

★

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IS PRICELESS!**

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